FRANCHISED PRIVATE LABEL

PRODUCT INFORMATION

PRESENTED BY
FORSYTH TOBACCO COMPNAY

51850 0434

Source: https://www.industrydocuments.ucsf.edu/docs/rrcy0000

PRIVATE LABEL PRODUCT INFORMATION

› BRAND STYLES:

LIGHT 85'S/100'S
MENTHOL LIGHT 85'S/100'S
FULL FLAVOR 85'S/100'S
ULTRA LIGHT 85'S/100'S
NON FILTER 85'S

› PRICING: (12M CASES)

KING SIZE:	$ 364.20
100'S:	$ 379.20

› PURCHASE TERMS: 2%/30 DAYS OFF INVOICE

› INCENTIVE PROGRAMS:

- OFF INVOICE DISCOUNT	$ 39.00/CASE
- "PARTNERS DISTRIBUTION"	$ 30.00/CASE
- DISRUPTION INCENTIVE	$ 18.00/CASE
- RETAIL EXCLUSIVE INCENTIVE	$ .50/CARTON*

* PAID QUARTERLY TO STORES FOR ALL CARTONS PURCHASED/ PROOF OF PURCHASE REQUIRED

› RETURNED GOODS POLICY

- FORSYTH WILL ACCEPT RETURNED GOODS THAT HAVE BEEN MANUFACTURED AT LEAST 14 MONTHS PRIOR TO RETURN.

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FORSYTH FRANCHISED PRODUCT
PRICING

	KING SIZE	100'S
LIST PRICE	$ 6.07	$ 6.32
OFF INVOICE DISC.	.65	.65
2%/30 DAY TERMS	.12	.13
NET INVOICE PRICE	$ 5.30	$ 5.54
PARTNERS DIST. INC.	.50	.50
DISRUPTION INC.	.25	.25
RETAIL EXCLUSIVE INC.	.50	.50
TOTAL INCENTIVES	$ 1.25	$ 1.25
NET FORSYTH PRICE	$ 4.05	$ 4.29

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FORSYTH FRANCHISED PRODUCT
CONTRACT INFORMATION

- RJR WILL PROVIDE
  - BRAND NAME
  - CHAIN EXCLUSIVE FRANCHISE FOR CHAIN MARKET AREA
  - BRAND IN NINE (9) BRAND STYLES
  - INTRODUCTORY CARTON OR PACKAGE DISPLAY
  - PRODUCT AVAILABAILITY WITHIN FOUR (4) MONTHS OF CONTRACT AGREEMENT

- CHAIN REQUIREMENTS
  - TWO (2) YEAR AGREEMENT
  - EXCLUSIVE PRIVATE LABEL IN CHAIN
  - EXCLUSIVE BALCK AND WHITE AND PRIVATE LABEL FOR MAXIMUM INCENTIVE PAYMENT

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